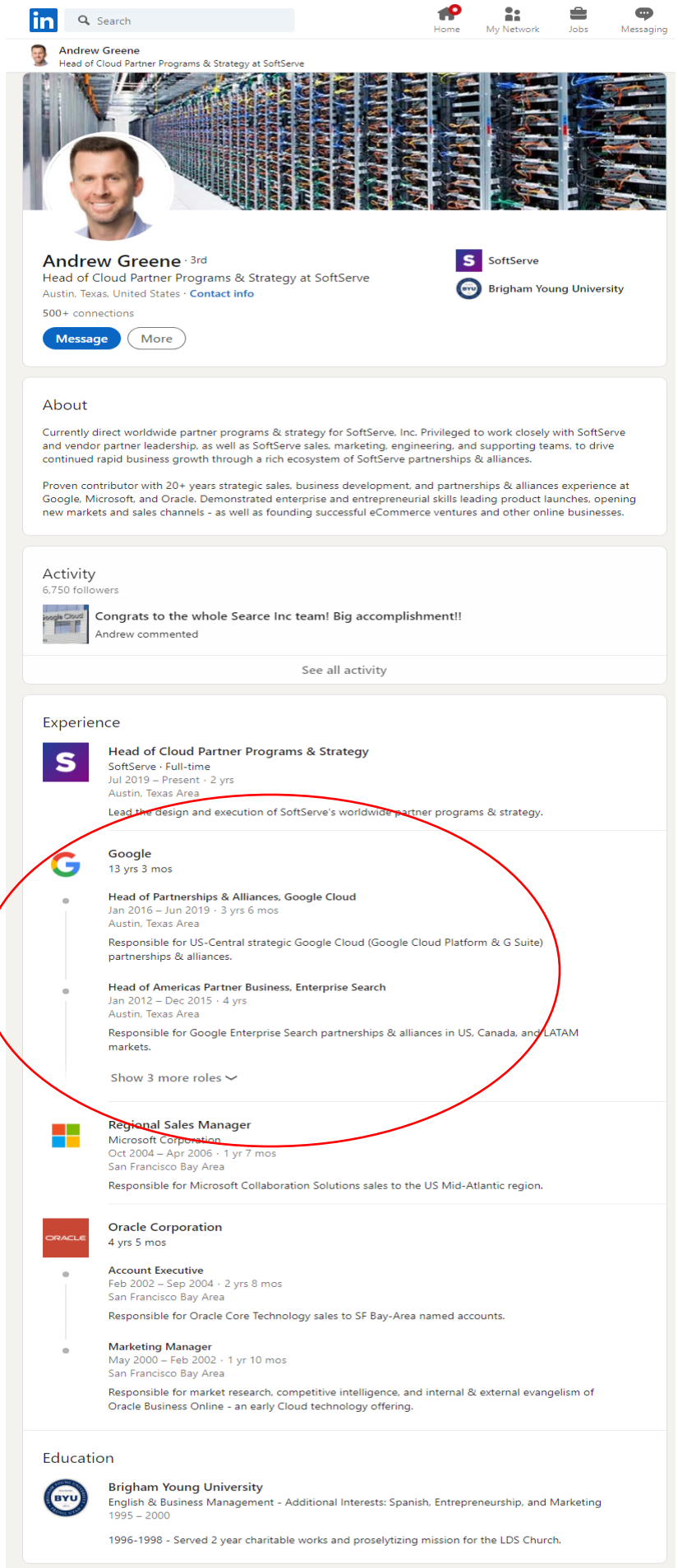
EXHIBIT 2



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Andrew Greene
Head of Cloud Partner Programs & Strategy at SoftServe

Andrew Greene · 3rd
Head of Cloud Partner Programs & Strategy at SoftServe
Austin, Texas, United States · Contact info
500+ connections

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SoftServe
Brigham Young University

About

Currently direct worldwide partner programs & strategy for SoftServe, Inc. Privileged to work closely with SoftServe and vendor partner leadership, as well as SoftServe sales, marketing, engineering, and supporting teams, to drive continued rapid business growth through a rich ecosystem of SoftServe partnerships & alliances.

Proven contributor with 20+ years strategic sales, business development, and partnerships & alliances experience at Google, Microsoft, and Oracle. Demonstrated enterprise and entrepreneurial skills leading product launches, opening new markets and sales channels - as well as founding successful eCommerce ventures and other online businesses.

Activity

6,750 followers

Congrats to the whole Searce Inc team! Big accomplishment!!
Andrew commented

See all activity

Experience

Head of Cloud Partner Programs & Strategy
SoftServe · Full-time
Jul 2019 – Present · 2 yrs
Austin, Texas Area
Lead the design and execution of SoftServe's worldwide partner programs & strategy.

Google
13 yrs 3 mos

Head of Partnerships & Alliances, Google Cloud
Jan 2016 – Jun 2019 · 3 yrs 6 mos
Austin, Texas Area
Responsible for US-Central strategic Google Cloud (Google Cloud Platform & G Suite) partnerships & alliances.

Head of Americas Partner Business, Enterprise Search
Jan 2012 – Dec 2015 · 4 yrs
Austin, Texas Area
Responsible for Google Enterprise Search partnerships & alliances in US, Canada, and LATAM markets.

Show 3 more roles

Regional Sales Manager
Microsoft Corporation
Oct 2004 – Apr 2006 · 1 yr 7 mos
San Francisco Bay Area
Responsible for Microsoft Collaboration Solutions sales to the US Mid-Atlantic region.

Oracle Corporation
4 yrs 5 mos

Account Executive
Feb 2002 – Sep 2004 · 2 yrs 8 mos
San Francisco Bay Area
Responsible for Oracle Core Technology sales to SF Bay-Area named accounts.

Marketing Manager
May 2000 – Feb 2002 · 1 yr 10 mos
San Francisco Bay Area
Responsible for market research, competitive intelligence, and internal & external evangelism of Oracle Business Online - an early Cloud technology offering.

Education

Brigham Young University
English & Business Management - Additional Interests: Spanish, Entrepreneurship, and Marketing
1995 – 2000

1996-1998 - Served 2 year charitable works and proselytizing mission for the LDS Church.